

DIOR/POI-70



100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1970

DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS

AD-A953947

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS

LISTED ACCORDING TO NET VALUE OF MILITARY

PRIME CONTRACT AWARDS

Fiscal Year 1970

The slowdown in Department of Defense procurement during FY 1970 which resulted in an overall drop of \$5.6 billion (15%) from the FY 1969 level of awards to U. S. companies affected the makeup of the DoD list of 100 companies which together with their subsidiaries were awarded the largest dollar volume of military prime contracts of \$10,000 or more. The procurement slowdown, although prevalent in most DoD programs, was substantially more concentrated in the aerospace and munitions industries and accordingly, companies in these industries generally show more marked changes in both dollar volume and position from the preceding year.

The top 100 companies in FY 1970 accounted for \$21.8 billion or 69.7% of the United States total of \$31.3 billion. In FY 1969, the top 100 companies received \$25.2 billion or 68.2% of the \$36.9 billion total for that year. Despite the general slowdown in DoD procurement, the top 100 companies continued, as they did in recent years, to receive more than two-thirds of the DoD procurement dollar.

The table below shows that the first five companies received 18.7% of the total received by all U. S. companies in FY 1970, a slightly lower percentage than was obtained in FY 1969. However, the percentage for the next 20 companies aggregated 27.3% or 1.4% more in FY 1970 than in FY 1969. The largest company in FY 1970 obtained \$1,848 million compared with \$2,040 million for the largest in FY 1969. To get on the list in FY 1970 required \$38 million in awards, against \$48 million in FY 1969.

Percent of U. S. Total

<u>Companies</u>	<u>FY 1967</u>	<u>FY 1968</u>	<u>FY 1969</u>	<u>FY 1970</u>
1st	5.4%	5.8%	5.5%	5.9%
2nd	4.7	4.8	4.4	3.8
3rd	4.6	3.8	3.4	3.2
4th	3.3	3.4	2.9	3.0
5th	2.8	2.8	2.7	2.8
1 - 5	20.8%	20.6%	18.9%	18.7%
6 - 10	8.8	9.3	10.1	10.5
11 - 25	14.9	15.7	15.8	16.8
1 - 25	44.5%	45.6%	44.8%	46.0%
26 - 50	11.6	11.5	12.1	13.3
51 - 75	6.1	6.6	7.3	6.6
76 - 100	3.3	3.7	4.0	3.8
1 - 100	65.5%	67.4%	68.2%	69.7%

The FY 1970 list of the top 100 companies shows 14 companies which did not appear on the list for FY 1969. Of these, one appears in position 43 and the remaining 13 between positions 74 and 100.

Companies Listed in FY 1970
But Not in FY 1969

Caterpillar Tractor Co.
Condec Corp.
Dynamics Corp. of America
Fairchild Camera and Instrument Co.
Gould, Inc.
Gulf & Western Industries
International Harvester Co.
Johns Hopkins University (N)
Lykes-Youngstown Corp.
Mason & Hanger Silas Mason Co.
Moore & McCormack Co., Inc.
Morrison-Knudsen Co. & Assocs. (JV)
Page Aircraft Maintenance, Inc.
Seaboard World Airlines, Inc.

Companies Listed in FY 1969
But Not in FY 1970

Aluminum Company of America
American Mfg. Co. of Texas
Continental Air Lines, Inc.
Firestone Tire and Rubber Co.
Hazeltine Corporation
Hughes Tool Co.
Kaiser Industries Corp.
LeTourneau (RG) Inc.
National Gypsum Co.
Smith Investment Co.
Southern Airways Inc.
Tally Industries, Inc.
Tumpane Co., Inc.
World Airways, Inc.

Of the 86 companies appearing in both the FY 1969 and FY 1970 lists, 41 bettered their position, 41 were in a lower position and 4 showed no change. Companies are considered as appearing on the lists in both years despite mergers, acquisitions and name changes if a major component of the newly constituted company made the list in both years.

Changes in company makeup due to acquisition and merger again played a part in determining position of the top 100 companies; however, the impact of these changes was considerably less than it had been in the past two years. Of major significance this year was the acquisition of the Kaiser Jeep Corporation from Kaiser Industries by the American Motors Corporation. In FY 1970, by virtue of the change in ownership, Kaiser Industries Corporation dropped from the top 100 list while American Motors Corporation, which has never had a substantial volume of defense business, entered the list of the top 100 companies in the 21st position as a result of contracts received by their newly named Jeep Corporation. The largest positive dollar changes occurred for the Grumman Corporation, formerly the Grumman Aircraft Engineering Corporation, which advanced in rank from 17th position last year to 8th place this year and Litton Industries which went from 21st to 9th place. Contract awards to the Grumman Corporation reached \$661 million this year compared with \$417 million last year reflecting major awards for the F-14 aircraft. Litton Industries also increased substantially from \$317 million in FY 1969 to \$543 million this year as the Ingalls Shipbuilding Division of Litton Industries won major contracts from the Navy for the DD963 Class Destroyers and for Amphibious Assault Ships.

Other companies with major position changes this year were: Fairchild Hiller Corp. from 43rd to 79th; Norris Industries from 33rd to 61st; Control Data Corp. from 88th to 63rd; National Presto Industries, Inc. from 69th to 44th; Reynolds (R3) Industries, Inc., from 75th to 50th, and AMF Inc., formerly the American Machine and Foundry Co., from 61st to 84th.

In addition to the turnover indicated above, the following changes affecting companies on the FY 1970 list were noted: Clevite Corp. was merged into Gould, Inc., Martin Marietta Corp. acquired control of Harvey Aluminum Inc. and Gulf and Western Industries acquired Amron and Amron-Orlando Corporations.

Although the work of many companies on the list involves more than one procurement category, each company has been assigned in the table below to the procurement category that accounts for its largest dollar volume of defense awards. For example, International Telephone and Telegraph Corp. is a multi-industry company producing electronic and telecommunication equipment and industrial and consumer products. For this table it is assigned to "Electronics," the procurement category accounting for its largest dollar volume of awards. On this basis "Missile" and "Construction" companies each increased by two from FY 1969 to FY 1970, while "Ammunition" companies decreased by 7 from 24 to 17.

<u>Procurement Category</u>	<u>FY 1969</u>	<u>Number of Companies</u>	
		<u>FY 1970</u>	<u>Change</u>
Aircraft	21	22	+1
Missiles	11	13	+2
Ships	2	2	0
Tank-Automotive	5	6	+1
Weapons	1	1	0
Ammunition	24	17	-7
Electronics	14	15	+1
Services	14	13	-1
Construction	1	3	+2
Petroleum	7	7	0
All Other Supplies & Equipment	0	1	+1

Four of the top five companies in FY 1969 were again in this group in FY 1970 with three of the four companies receiving awards of \$1 billion or more. The total volume of awards to these three companies was \$873 million below their FY 1969 volume. The five leading companies and a brief description of their more important defense work are as follows:

Lockheed Aircraft Corp. retained first place receiving awards totaling \$1,848 million in FY 1970. Although the company experienced a \$192 million (-9.4%) drop in volume from the FY 1969 level of \$2,040 million, its share this year was 5.9% of total compared with 5.5% last year. This company's

major aircraft contracts include the C-5A Galaxy Jet Transport and the P-3 Orion Patrol Bomber. Missile and space activities include the Polaris and Poseidon fleet ballistic missiles and the Agena booster spacecraft.

General Dynamics Corp., whose contracts totaled \$1,183 million or 3.8% of total, moved from third to second place in FY 1970. The FY 1969 volume for this company was \$1,243 million or 3.4% of total. The drop of \$60 million was a -4.9% change from FY 1969. The company received awards for the F-111 series of tactical aircraft, various missiles and missile components, submarines, cargo ships and tankers.

General Electric Co. moved from second to third place, exchanging rank with General Dynamics Corp. as contracts received in FY 1970 were \$621 million (38%) less than in FY 1969. The FY 1970 volume totaled \$1,000 million or 3.2% of total compared with \$1,621 million or 4.4% of total in FY 1969. The company's major military contracts were for aircraft engines, nuclear reactors, guided missile subsystems, electronic devices and components used in various missile systems.

American Telephone and Telegraph Co., in 6th place last year with \$915 million or 2.5% of total, moved up to 4th place with \$931 million or 2.9% of total in FY 1970. The major portion of the company's defense business is done through wholly-owned Western Electric Co., Inc. which accounted for \$719 million or 77% of American Telephone and Telegraph's total in FY 1970 compared with \$723 million or 79% of the parent company's total in FY 1969. Major defense contracts were for work on the Safeguard antiballistic missile system, missile components and communication equipment.

McDonnell Douglas Corp., in 4th place last year, received the fifth largest volume of awards at \$883 million or 2.8% of total in FY 1970. Last year this company received \$1,070 million or 2.9% of total. During FY 1970, contracts received by McDonnell Douglas included the F-4 Phantom series of aircraft, the F-15 advanced tactical fighter and various missile systems.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1970

RANK	PARENT COMPANY	RANK	PARENT COMPANY
94.	A M F, INC	68.	LEAR SIEGLER INC
67.	AEROSPACE CORP (N)	11.	LING TEMCO VOUGHT INC
21.	AMERICAN MOTORS CORP.	9.	LITTON INDUSTRIES, INC
4.	AMERICAN TELEPHONE + TELEGRAPH CO	1.	LOCKHEED AIRCRAFT CORP
46.	ASIATIC PETROLEUM CORP	90.	LYKES-YOUNGSTOWN CORP
89.	ATLANTIC RICHFIELD CO	56.	MAGNAVOX CO
69.	AUTOMATION INDUSTRIES, INC	26.	MARTIN MARIETTA CORP
20.	AVCO CORP	75.	MASON + HANGER SILAS MASON CO
35.	BENDIX CORP	54.	MASSACHUSETTS INSTITUTE OF TECHNOLOGY (N)
12.	BOEING CO	5.	MCDONNELL DOUGLAS CORP
96.	CATERPILLAR TRACTOR CO	36.	MORIL OIL CORP
99.	CESSNA AIRCRAFT CO	81.	MOORE + MCCORMACK CO, INC
52.	CHAMBERLAIN MFG CORP	43.	MORRISON-KNUDSEN CO + ASSOCS (JV)
58.	CHRYSLER CORP	87.	MOTOROLA INC
57.	CITY INVESTING CO	44.	NATIONAL PRESTO INDUSTRIES INC
39.	COLLINS RADIO CO	61.	NORRIS INDUSTRIES
70.	CCLT INDUSTRIES, INC	7.	NORTH AMERICAN ROCKWELL CORP
76.	CONDEC CORP	33.	NORTHROP CORP
63.	CONTROL DATA CORP	28.	OLIT CORP
66.	CURTISS WRIGHT CORP	47.	PACIFIC ARCHITECTS + ENGINEERS INC
55.	DAY + ZIMMERMAN INC	83.	PAGE AIRCRAFT MAINTENANCE, INC
37.	DUPONT E I DE NEMOURS + CO	40.	PAN AMERICAN WORLD AIRWAYS INC
91.	DYNALECTRON CORP	22.	R C A CORP
98.	DYNAMICS CORP OF AMERICA	25.	RAYMOND MORRISON KNUDSEN (JV)*
62.	EASTMAN KODAK CO	18.	RAYTHEON CO
41.	F M C CORP	50.	REYNOLDS (RJ) INDUSTRIES, INC
100.	FAIRCHILD CAMERA + INSTRUMENT CO	65.	SANDERS ASSOCIATES INC
79.	FAIRCHILD HILLER CORP	95.	SEABOARD WORLD AIRLINES INC
72.	FEDERAL CARTRIDGE CORP	94.	SEATRAN LINES INC
97.	FLYING TIGER LINE INC	71.	SIGNAL COMPANIES INC (THE)
19.	FORD MOTOR CO	38.	SINGER CO
2.	GENERAL DYNAMICS CORP	15.	SPERRY RAND CORP
3.	GENERAL ELECTRIC CO	42.	STANDARD OIL CO OF CALIF
17.	GENERAL MOTORS CORP	30.	STANDARD OIL CO (NEW JERSEY)
49.	GENERAL TELEPHONE + ELECTN CORP	53.	STATES MARINE LINES INC
23.	GENERAL TIRE + RUBBER CO	82.	SVERDRUP + PARCEL + ASSOCS INC
51.	GOODYEAR TIRE + RUBBER CO	34.	T R W INC
93.	GOULD, INC	29.	TELEDYNE INC
8.	GRUMMAN CORP	27.	TENNeco INC
74.	GULF + WESTERN INDUSTRIES	60.	TEKACO INC
98.	GULF OIL CORP	32.	TEXAS INSTRUMENTS INC
64.	HARRIS-INTERTYPE CORP	13.	TEXTRON INC
45.	HERCULES INC	59.	THIokol CHEMICAL CORP
16.	HONEYWELL INC	48.	UNIROYAL INC
10.	HUGHES AIRCRAFT CO	6.	UNITED AIRCRAFT CORP
24.	INTL BUSINESS MACHINES CORP	73.	UNITED STATES STEEL CORP
86.	INTERNATIONAL HARVESTER CO	80.	WESTERN UNION TELEGRAPH CO
31.	INTERNATIONAL TELEPHONE + TEL. CORP	14.	WESTINGHOUSE ELECTRIC CORP
78.	JOHNS HOPKINS UNIVERSITY (N)	77.	WHITE MOTOR CORP
92.	KIDDE WALTER + CO INC	85.	WHITTAKER CORP

* Raymond International, Inc; Morrison - Knudsen Co., Inc; Brown & Root, Inc;
& J. A. Jones Construction Co.

(N) Non-Profit
(JV) Joint Venture

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100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1970
(1 JULY 1969 - 30 JUNE 1970)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL ^{a/}	\$31,314,559 =====	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES ^{b/}	21,840,084 =====	69.74	69.74
1.	LOCKHEED AIRCRAFT CORP LOCKHEED SHIPBUILDING CONSTRUCTION VENTURA MFG CO	1,840,440 7,145 153		
	TOTAL	1,847,738	5.90	5.90
2.	GENERAL DYNAMICS CORP DYNATRONICS INC FREEMAN COAL MINING CORP STROMBERG CARLSON CORP STROMBERG DATAGRAPHS, INC UNITED ELECTRIC COAL CO	1,169,702 152 24 6,293 6,956 79		
	TOTAL	1,183,206	3.78	9.68
3.	GENERAL ELECTRIC CO GENERAL ELECTRIC SUPPLY CO	998,737 1,715		
	TOTAL	1,000,452	3.19	12.87
4.	AMERICAN TELEPHONE + TELEGRAPH CO CHESAPEAKE + POTOMAC TELEPHONE CO ILLINOIS BELL TEL CO MOUNTAIN STATES TEL + TEL CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SOUTHERN BELL TELEPHONE + TELEGRAPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP WESTERN ELECTRIC CO INC	178,581 12,726 174 2,154 685 631 35 286 160 171 2,477 1,774 12,350 719,029		
	TOTAL	931,233	2.97	15.84
5.	MCDONNELL DOUGLAS CORP ADVANCED COMMUNICATIONS, INC CONDUCTRON CORP HYCON MFG CO TRIDEA ELECTRONICS INC	856,764 10 21,534 3,297 1,140		
	TOTAL	882,745	2.82	18.66
6.	UNITED AIRCRAFT CORP	873,793	2.79	21.45
7.	NORTH AMERICAN ROCKWELL CORP HEIM UNIVERSAL CORP MORSE CONTROLS, INC	706,843 29 42		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
7.	NORTH AMERICAN ROCKWELL CORP REMMERT-WERNER, INC	216		
	TOTAL	707,130	2.26	23.71
8.	GRUPMAN CORP GRUPMAN AEROSPACE CORP	44,169 616,603		
	TOTAL	660,772	2.11	25.82
9.	LITTON INDUSTRIES, INC	9,314		
	AERO SERVICE CORP	25		
	ALLIS (LOUIS) CO	774		
	AMERICAN BOOK CO	14		
	BIONETICS RESEARCH LABORATORIES	201		
	CUMONT AVIATION ASSOCIATES	81		
	KIMBALL SYSTEMS, INC	10		
	LITTON PRECISION PRODS INC	4,837		
	LITTON SYSTEMS INC	527,355		
	MCMROE INTERNATIONAL INC	164		
	NEW BRITAIN MACHINE CO	196		
	PROFEXRAY INC	70		
	STREATER INDUSTRIES, INC	72		
	TOTAL	543,063	1.73	27.55
12.	HUGHES AIRCRAFT CO MEVA CORP	496,685 188		
	TOTAL	496,873	1.59	29.14
11.	LING TEMCO Vought INC	34,973		
	ALTEC SERVICE CO	93		
	BRANIFF AIRWAYS INC	34,007		
	JEFFERSON WIRE + CABLE CORP	25		
	JONES + LAUGHLIN STEEL CORP	255		
	KENTRON HAWAII LTD	19,887		
	LTV EDUCATION SYSTEMS, INC	17		
	L T V ELECTROSYSTEMS	86,067		
	L T V AEROSPACE CORP	295,491		
	L T V LING ALTEC INC	500		
	GKNVITE CO THE	1,146		
	SERVICE TECHNOLOGY CORP	3,496		
	TAMAR ELECTRONICS INDUSTRIES, INC	154		
	WILSON + CO INC	3,157		
	WILSON SPORTING GOODS CO	26		
	TOTAL	479,294	1.53	30.67
12.	BOEING CO	474,661	1.52	32.19
13.	TEXTRON INC	161,995		
	ACCESSORY PRODUCTS CO	26		
	BELL AEROSPACE CORP	266,351		
	CAMCAR SCREW + MFC CO	43		
	ELECTRONIC RESEARCH	193		
	FAFNIR BEARING CO	972		
	TEXTRON ELECTRONICS INC	290		
	TOWNSEND CO	519		
	WALPER-PARKERSBURG	19		
	WATERBURY FARREL	521		
	TOTAL	430,989	1.38	33.57

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
14.	WESTINGHOUSE ELECTRIC CORP K-M BATTERY CO THERMO KING CORP URBAN SYSTEMS DEV CORP WESTINGHOUSE ELECTRIC SUPPLY CO WESTINGHOUSE LEARNING CORP	489,978 642 146 5,998 399 588		
	TOTAL	417,655	1.33	34.98
15.	SPERRY RAND CORP	398,888	1.27	36.17
16.	HONEYWELL INC	397,928	1.27	37.44
17.	GENERAL MOTORS CORP FRIGIDAIRE SALES CORP	385,658 88		
	TOTAL	385,738	1.23	38.67
18.	RAYTHEON CO HEATH D C + CO PACHLETT LABORATORIES INC RAYTHEON EDUCATION CO RAYTHEON SERVICE CO SEISMOGRAPH SERVICE CORP UNITED ENGINEERS + CONSTRUCTORS	375,579 44 3,528 19 62 23 391		
	TOTAL	379,638	1.21	39.88
19.	FORD MOTOR CO PHILCO FORD CORP	78,817 267,868		
	TOTAL	345,877	1.18	40.98
20.	AVCO CORP AVCO ECONOMIC SYSTEMS CORP	263,944 5,761		
	TOTAL	269,705	0.86	41.84
21.	AMERICAN MOTORS CORP. JEEP CORP RAMBLER MOTORS LTD (AMC)	266,212 88		
	TOTAL	266,300	0.85	42.69
22.	R C A CORP NATIONAL BROADCASTING CO, INC RCA DEFENSE ELECTRONICS CORP RCA GLOBAL COMMUNICATIONS, INC STAMPER (FM) CO	244,413 22 58 18,289 31		
	TOTAL	262,885	0.84	43.53
23.	GENERAL TIRE + RUBBER CO AEROJET FLIGHT CORP AEROJET GENERAL CORP BATESVILLE MFG CO CITADEL INDUSTRIES, INC FRONTIER AIRLINES INC GENERAL TIRE INTERNATIONAL CO IDAHO NUCLEAR CORP WATTS MANUFACTURING CO	4,978 238 239,847 16,845 479 24 168 18 66		
	TOTAL	261,839	0.84	44.37

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
24.	INTL BUSINESS MACHINES CORP SCIENCE RESEARCH ASSOCIATES INC SERVICE BUREAU CORP	255,875 117 68		
	TOTAL	256,052	0.82	45.19
25.	RAYMOND MORRISON KNUDSEN (JV)	256,000	0.82	46.01
26.	MARTIN MARIETTA CORP HARVEY ALUMINUM INC HARVEY ALUMINUM SALES SUPERIOR STONE CO	188,403 7,512 54,924 26		
	TOTAL	250,865	0.80	46.81
27.	TENNECO INC CASE (JI) CO DAVIS MFG, INC DROTT MFG CORP GAS EQUIPMENT ENGRS, INC NEWPORT NEWS SHIPBLD + DRY DOCK CO NUCLEAR SERVICE + CONSTR CO, INC PACKAGING CORP OF AMERICA TENNECO CHEMICALS, INC TENNESSEE GAS PIPELINE CO	5,521 118 90 19 242,804 70 16 187 120		
	TOTAL	248,944	0.79	47.60
28.	OLIN CORP	247,654	0.79	48.39
29.	TELEDYNE INC ADCON INC AMELCO, INC BROWN ENGINEERING CO, INC COLUMBIA-SUMMERILL CORP CONTINENTAL AVIATION + ENGR CORP CONTINENTAL DEVICE CORP CONTINENTAL MOTORS CORP GILL ELECTRIC MFG CORP HYDRA POWER CORP ISOTOPES INC LANDIS MACHINE CO MCKAY CO MICRONETICS INC MILLIKEN D B CO INC PACKARD BELL ELECTRONICS CORP PINES ENGINEERING CO, INC REPUBLIC MFG CO RYAN AERONAUTICAL CORP TECHDATA, LTD TELEDYNE INDUSTRIES, INC THERMATICS INC WAH CHANG CORP WISCONSIN MOTOR CORP	57,305 956 1,706 2,976 11 24,339 13 33,699 278 464 1,838 35 156 58 114 9,632 216 32 98,356 153 5,026 33 186 843		
	TOTAL	238,417	0.76	49.15
30.	STANDARD OIL CO (NEW JERSEY) AMERICAN CRYOGENICS INC ENJAY CHEMICAL CO ESSO A G ESSO INTERNATIONAL CORP	293 49 4,115 121,980		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
30.	STANDARD OIL CO (NEW JERSEY)			
	ESSO MOTOR HOTELS, INC	21		
	ESSO PETROL CO LTD	48		
	ESSO RESEARCH + ENGINEERING CO	581		
	ESSO STANDARD EASTERN INC	357		
	ESSO STANDARD ITALIANA	2,169		
	ESSO STANDARD OIL CO S A	2,157		
	ESSO STANDARD SAF	94		
	HUMBLE OIL + REFINING CO	97,232		
	TOTAL	229,188	8.73	49.88
31.	INTERNATIONAL TELEPHONE + TEL CORP	81,686		
	BOBBS-MERRILL CO, INC	18		
	E T C, INC	48		
	FEDERAL ELECTRIC CORP	84,833		
	GRINNELL CORP	14		
	ITT BARTON	17		
	ITT AVIS, INC	12		
	ITT ARTIC SERVICES	2,131		
	ITT CONTINENTAL BAKING CO	1,416		
	ITT ELECTRIC PHYSICS LABORATORIES	2,585		
	ITT EXPORT CORP	86		
	ITT GENERAL CONTROLS	12		
	ITT GILFILLAN INC	44,854		
	ITT MARLOW PUMPS	36		
	ITT TECHNICAL SERVICES INC	26		
	ITT NAVIGATOR SYSTEMS, INC	44		
	ITT JENNINGS	269		
	STANDARD TELEPHONES + CABLES, LTD	934		
	TOTAL	217,325	8.09	58.57
32.	TEXAS INSTRUMENTS INC	198,548	8.61	51.18
33.	NORTHROP CORP	137,136		
	HALLICRAFTERS CO	19,256		
	NORTHROP CAROLINA INC	6,466		
	PAGE COMMUNICATIONS ENGINEERS INC	21,388		
	WARNECKE ELECTRON TUBES, INC	35		
	TOTAL	184,193	8.59	51.77
34.	T R W INC	178,744		
	CRESCENT INSUL WIRE + CABLE CO, INC	221		
	GLOBE INDUSTRIES INC	87		
	T R W SEMICONDUCTORS, INC	15		
	TOTAL	179,867	8.57	52.34
35.	BENDIX CORP	163,299		
	BENDIX FIELD ENGINEERING CORP	4,819		
	BENDIX WESTINGHOUSE AUTOMOTIVE	48		
	FRAM CORP	256		
	MARINE ADVISERS, INC	22		
	P + D MFG CO INC	68		
	SKAGIT CORP	36		
	TOTAL	167,748	8.54	52.88
36.	MOBIL OIL CORP	164,429		
	MOBIL CHEMICAL CO	496		
	MOBIL OIL PHILIPPINES, INC	671		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
36.	MUOIL OIL CORP			
	TOTAL	165,596	0.53	53.41
37.	DUPONT & I DE NEMOURS + CO REMINGTON ARMS CO	12,315 149,356		
	TOTAL	161,671	0.52	53.93
38.	SINGER CO	2,783		
	CONTROLS CO OF AMERICA	359		
	FRIDEN, INC	1,680		
	GENERAL PRECISION DECCA SYSTEMS	82		
	GRAFLEX INC	1,094		
	HRB-SINGER, INC	6,710		
	INDUSTRIAL TIMER CORP	14		
	PHYSICAL SCIENCES CORP	10,910		
	SINGER GENERAL PRECISION INC	123,117		
	SINGER SEWING MACHINE CO	153		
	STRONG ELECTRIC CORP	419		
	TELE-SIGNAL CORP	3,663		
	VAPOR CORP	2,782		
	TOTAL	153,766	0.49	54.42
39.	COLLINS RADIO CO	146,186	0.47	54.89
40.	PAN AMERICAN WORLD AIRWAYS INC	143,103	0.46	55.35
41.	F M C CORP	139,783		
	GUNDERSON BROS ENGINEERING CORP	73		
	KILBY STEEL CO INC	1,055		
	TOTAL	140,911	0.45	55.80
42.	STANDARD OIL CO OF CALIF	74,670		
	CALTEX ASIA LTD c/	3,473		
	CALTEX AUSTRALIA c/	10		
	CALTEX OIL PRODUCTS CO c/	51,204		
	CALTEX OIL THAILAND LTD c/	1,960		
	CALTEX OVERSEAS LTD c/	220		
	CALTEX PHILIPPINES INC c/	49		
	CHEVRON ASPHALT CO	67		
	CHEVRON CHEMICAL CO	118		
	CHEVRON OIL CO	7,582		
	CHEVRON OIL TRADING CO	917		
	COMPANIA PETROLERA CHEVRON INC	36		
	STANDARD OIL CO KENTUCKY	33		
	TOTAL	140,347	0.45	56.25
43.	MORRISON-KNUDSEN CO + ASSCOCS (JV)	137,859	0.44	56.69
44.	NATIONAL PRESTO INDUSTRIES INC	132,629	0.42	57.11

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
45.	HERCULES INC HAVEG INDUSTRIES INC	125,521 1,033		
	TOTAL	126,554	0.40	57.51
46.	ASIATIC PETROLEUM CO.'P	126,322	0.40	57.91
47.	PACIFIC ARCHITECTS + ENGINEERS INC	115,897	0.37	58.28
48.	UNIROYAL INC UNIROYAL INTERNATIONAL CORP	115,182 71		
	TOTAL	115,253	0.37	58.65
49.	GENERAL TELEPHONE + ELECTN CORP AUTOMATIC ELECTRIC CO AUTOMATIC ELECTRIC SALES CORP FLEETWOOD CORP GENERAL TELEPHONE + ELECTRONIC LAB GENERAL TELEPHONE DIRECTORY CO HAWAIIAN TELEPHONE CO LENKURT ELECTRIC CO INC SYLVANIA ELECTRIC PRODUCTS INC SYLVANIA ELECTRONIC SYSTEMS ULTRONIC SYSTEMS CORP	2,941 920 11 158 53 9,531 4,520 81,946 7,557 78		
	TOTAL	107,715	0.34	58.99
50.	REYNOLDS (RJ) INDUSTRIES, INC GULF PUERTO RICO LINES, INC REYNOLDS (RJ) FOODS, INC SEA-LAND SERVICE, INC	19,199 373 551 86,408		
	TOTAL	106,531	0.34	59.33
51.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	40,392 61,586 1,544		
	TOTAL	103,522	0.33	59.66
52.	CHAMBERLAIN MFG CORP	101,748	0.32	59.98
53.	STATES MARINE LINES INC	98,765	0.32	60.30
54.	MASSACHUSETTS INSTITUTE TECHNOLOGY	96,372	0.31	60.61
55.	DAY + ZIMMERMAN INC	90,225	0.31	60.92
56.	MAGNAVOX CO GENERAL ATRONICS CORP	93,714 1,511		
	TOTAL	95,225	0.30	61.22

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
57.	CITY INVESTING CO AMERICAN ELECTRIC CO HAYES HOLDING CO RHEEM MFG CO WELLS MARINE, INC WILSON SHIPYARD, INC	28,494 58,249 167 13,466 93		
	TOTAL	92,469	8.38	61.52
58.	CHRYSLER CORP CHRYSLER OUTBOARD CORP KING-SEELY THERMOS CO	84,179 7,799 55		
	TOTAL	92,033	8.29	61.81
59.	THIOLKOL CHEMICAL CORP DELTA CORP GRACE (WR) + CO	91,831 55 728		
	TOTAL	91,886	8.29	62.18
60.	TEXACO INC CALTEX ASIA LTD c/ CALTEX AUSTRALIA c/ CALTEX OIL PRODUCTS CO c/ CALTEX OIL THAILAND LTD c/ CALTEX OVERSEAS LTD c/ CALTEX PHILIPPINES INC c/ JEFFERSON CHEMICAL CO INC TEXACO EXPORT INC TEXACO OPERATIONS (EUROPE), LTD TEXACO TRINIDAD INC TEXACO LTD (UK) WHITE FUEL CO INC	12,963 3,473 18 51,284 1,959 227 49 811 14,264 419 13 28 171		
	TOTAL	85,583	8.27	62.37
61.	NORRIS INDUSTRIES FYR FYTER CO	84,328 14		
	TOTAL	84,342	8.27	62.64
62.	EASTMAN KODAK CO EASTMAN KODAK STORES INC KODAK EXPORT, LTD	82,954 232 12		
	TOTAL	83,198	8.27	62.91
63.	CONTROL DATA CORP ASSOCIATED AERO SCIENCE LABS INC C E I R INC COMPUTING DEVICES OF CANADA, LTD ELECTRONIC ACCOUNTING CARD CORP MILLER PRINTING MACHINERY CO PACIFIC TECHNICAL ANALYSTS, INC	78,928 585 592 23 339 69 92		
	TOTAL	80,628	8.26	63.17
64.	HARRIS-INTERTYPE CORP GATES RADIO CO PRD ELECTRONICS, INC R F COMMUNICATIONS, INC RADIATION, INC	1,075 58 42,413 2,569 33,288		
	TOTAL	79,395	8.25	63.42

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
65.	SANDERS ASSOCIATES INC	76,348	8.24	63.66
66.	CURTISS WRIGHT CORP	75,742		
	MARQUETTE METAL PRODUCTS CO	287		
	METAL IMPROVEMENT CO	140		
	TARGET ROCK CORP	17		
	TOTAL	76,186	8.24	63.98
67.	AEROSPACE CORP	72,668	8.23	64.13
68.	LEAR SIEGLER INC	70,291		
	AMERICAN AVITRON	195		
	L S I SERVICE CORP	474		
	NATIONAL BROACH + MACHINE CO	171		
	TRANSPORT DYNAMICS INC	176		
	TOTAL	71,307	8.23	64.36
69.	AUTOMATION INDUSTRIES, INC	1,747		
	CONAM INSPECTION, INC	465		
	CONSOLIDATED AMERICAN SERVICES INC	539		
	FACILITIES MGMT CORP	4,823		
	G + H TECHNOLOGY, INC	36		
	SPARTAN AVIATION, INC	4,758		
	VITRO CORP OF AMERICA	58,258		
	TOTAL	70,626	8.23	64.59
70.	COLT INDUSTRIES, INC	112		
	CHANDLER EVANS, INC	14,813		
	COLTS INC	48,835		
	FAIRBANKS MORSE, INC	5,868		
	HOLLEY CARBURETOR CO	1,285		
	PRATT + WHITNEY INC	791		
	TOTAL	69,296	8.22	64.81
71.	SIGNAL COMPANIES INC (THE)	338		
	ALLISON STEEL MFG CO	11		
	DUNHAM BUSH INC	178		
	GARRETT CORP	64,645		
	MACK TRUCKS INC	1,429		
	SIGNAL OIL + GAS CO	1,788		
	SOUTHLAND OIL CORP	26		
	TOTAL	68,391	8.22	65.03
72.	FEDERAL CARTRIDGE CORP	67,938	8.22	65.25
73.	UNITED STATES STEEL CORP	55,496		
	REACTIVE METALS INC	141		
	U S STEEL INTERNATIONAL, INC	18,176		
	TOTAL	65,813	8.21	65.46
74.	GULF + WESTERN INDUSTRIES	46,688		
	AMPLIFIER CORP OF AMERICA	25		
	AMRON CORP	12,787		
	BLISS (E W) CO	865		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
74.	GULF + WESTERN INDUSTRIES COLLYER INSULATED WIRE CO DAYBROOK-OTTAWA CORP GENERAL PLASTICS, INC GLOBAL SYSTEMS, INC KOCH (H) + SONS, INC O + S BEARING + MFG CO OCRAM CORP VAN NORMAN MACHINE CO	136 153 114 3,728 603 51 34 367		
	TOTAL	65,463	0.21	65.67
75.	MASON + HANGER SILAS MASON CO	63,005	0.20	65.87
76.	CONDEC CORP CONSOLIDATED CONTROLS CORP HAMMOND VALVE CORP N J E CORP	60,665 702 30 112		
	TOTAL	61,509	0.20	66.07
77.	WHITE MOTOR CORP HERCULES ENGINES INC MINNEAPOLIS MOLINE INC WHITE FARM EQUIPMENT	15,209 44,577 1,220 144		
	TOTAL	61,150	0.20	66.27
78.	JOHNS HOPKINS UNIVERSITY	60,642	0.19	66.46
79.	FAIRCHILD HILLER CORP	58,650	0.19	66.65
80.	WESTERN UNION TELEGRAPH CO	58,367	0.19	66.84
81.	MOORE + MCCORMACK CO, INC MOORE-MCCORMACK LINES, INC	57,391		
	TOTAL	57,391	0.18	67.02
82.	SVERDRUP + PARCEL + ASSOCS INC ARD INC	5,05 52,374		
	TOTAL	52,979	0.17	67.19
83.	PAGE AIRCRAFT MAINTENANCE, INC	52,868	0.17	67.36
84.	A M F, INC AMF BEAIRD, INC AMF OVERSEAS CORP SA (SWITZERLAND) AMF THERMATOOL, INC AMF TUBOSCOPE, INC HARLEY-DAVIDSON MOTOR CO	52,193 45 32 69 137 19		
	TOTAL	52,495	0.17	67.53

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
85.	WHITTAKER CORP	31,088		
	AMERICAN FINISHING CO	12		
	AMERICAN PETROCHEMICAL CORP	174		
	BERTRAM YACHT CORP	53		
	BERWICK FORGE + FABRICATING CORP	86		
	COLUMBUS MILPAR + MFG CO	7		
	DETROIT BOLT + NUT CO	46		
	HOL-GAR MFG CORP	46		
	MAY ALUMINUM, INC	262		
	METALS + TUBES, INC	32		
	SPACE SCIENCES, INC	327		
	STRAIGHTLINE MFG CO	8,002		
	TASKER INDUSTRIES	4,670		
	WESCO INDUSTRIES, INC	20		
	YARDNEY ELECTRIC CORP	7,140		
	TOTAL	51,965	0.17	67.70
86.	INTERNATIONAL HARVESTER CO	44,638		
	HACLEOD + CO	2,386		
	TOTAL	47,024	0.15	67.85
87.	MOTOROLA INC	46,140		
	MOTOROLA OVERSEAS CORP	834		
	TOTAL	46,974	0.15	68.00
88.	GULF OIL CORP	31,583		
	GULF GENERAL ATOMIC, INC	4,840		
	GULF OIL TRADING CO	3,036		
	GULF PETROLEUM, S.A. (PANAMA)	556		
	MENE GRANDE OIL CO.	6,105		
	PITTSBURG MIDWAY COAL MINING CO	312		
	TOTAL	46,432	0.15	68.15
89.	ATLANTIC RICHFIELD CO	39,861		
	SINCLAIR OIL CORP	4,264		
	SINCLAIR REFINING CO	2,145		
	TOTAL	46,270	0.15	68.30
90.	LYKES-YOUNGSTOWN CORP			
	GULF + SOUTH AMERICAN STEAMSHIP CO	81		
	LYKES BROS STEAMSHIP CO	45,839		
	TOTAL	45,920	0.15	68.45
91.	DYNALECTRON CORP	43,932	0.14	68.59
92.	KIDDE WALTER + CO INC	11,250		
	ASSOCIATED TESTING LABS INC	84		
	AUDIO EQUIPMENT CO INC	565		
	COLUMBIAN BRONZE CORP	58		
	CRAIG SYSTEMS CORP	1,205		
	CRANE HOIST ENGR CORP	72		
	DOUGLAS RANDALL, INC	11		
	DURA CORP	134		
	FENNAL INC	673		
	GENERAL OFFSET PRINTING CO, INC	19		
	GROVE MFG CO	1,343		
	HARRINGTON + RICHARDSON INC	2,862		
	UNITED STATES LINES CO	24,912		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
92.	KIDDE WALTER + CO INC			
	TOTAL	43,188	0.14	68.73
93.	GOULD, INC	3,475		
	CLEVITE CORP	35,855		
	SONOTONE CORP	1,496		
	TOTAL	40,826	0.13	68.86
94.	SEATRAN LINES INC	28,131		
	HUDSON WATERWAYS CORP	11,545		
	TRANSEASTERN SHIPPING CORP	1,129		
	TOTAL	40,805	0.13	68.99
95.	SEABOARD WORLD AIRLINES INC	40,543	0.13	69.12
96.	CATERPILLAR TRACTOR CO	39,686		
	CATERPILLAR MITSUBISHI LTD	18		
	TOMMOTOR CORP	789		
	TOTAL	40,493	0.13	69.25
97.	FLYING TIGER LINE INC	39,578	0.13	69.38
98.	DYNAMICS CORP OF AMERICA	36,765		
	ELLIS + WATTS CO	138		
	INTERNATIONAL ELECTRONIC RESEARCH	57		
	RADIO ENGINEERING LABS INC	2,439		
	TOTAL	39,399	0.13	69.51
99.	CESSNA AIRCRAFT CO	39,041		
	AIRCRAFT RADIO CORP	126		
	TOTAL	39,167	0.13	69.64
100.	FAIRCHILD CAMERA + INSTRUMENT CO	35,871		
	FAIRCHILD ELECTRO METRICS CORP.	573		
	FAIRCHILD SPACE + DEFENSE SYSTEMS	2,154		
	TOTAL	38,598	0.12	69.76 <u>d/</u>

FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1970 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.
- d/ Does not agree with percentage shown on page 7 due to rounding.

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